THE POWER OF PROGRESS: SASKATCHEWAN BUSINESS AT WORK

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FOREWORD

The Power of Progress will take you on a journey. It is one characterized by challenge, leadership, and success. It is a celebration of the willingness of Saskatchewan people to adapt to change, meeting adversity with innovation and perseverance.

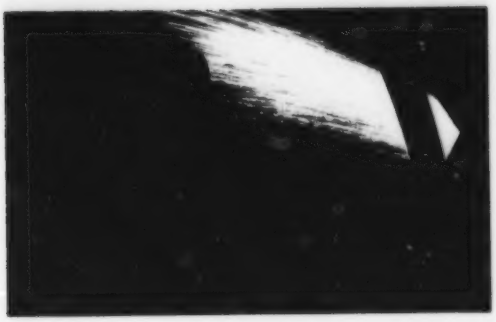
As this province enters a new era where economic diversification is more necessary than ever before, the individuals profiled within this booklet show us how that reality is being met today, illustrating the working relationship they have developed with SaskPower.

They are entrepreneurs who have seen an opportunity and capitalized on it, or acted independently on the necessity of diversification and expansion.

In the following pages you will discover products as varied as the locations in which they're manufactured: recycled cardboard egg trays in Tisdale, laundry detergent in Battleford, wild rice in La Ronge, street sweepers in Regina, playground equipment in Watson, arctic char fingerlings in Waldheim, and bottled water in Wynyard. Overall, 49 examples of initiative in Saskatchewan.

The Canadian Federation of Independent Business, Prairie Implement Manufacturers Association, Canadian Manufacturers Association and SaskPower have all co-operated to bring you this look at some of the contributions businesses are making to the future of our province.

We hope you will join us and discover the story of Saskatchewan business, told by people working in all sectors of industry and all corners of the province.



TURNING THE WHEELS OF SASKATCHEWAN'S PROGRESS

ELECTRICITY - ESSENTIAL WHEN IT COMES TO BUSINESS AND INDUSTRY. ITS AVAILABILITY AND PRICE CAN BE A CENTRAL FACTOR IN DETERMINING WHAT PART OF THE COUNTRY A FACILITY LOCATES, AND HOW COMPETITIVE IT CAN BECOME. AND DURING LOW PERIODS OF ECONOMIC GROWTH ELECTRICAL RATES CAN EVEN BECOME THE DIFFERENCE BETWEEN SUCCESS OR FAILURE.

In Saskatchewan, today's relationship between electricity and business really began over sixty years ago. SaskPower was the province's newly-created electrical utility, dedicated to creating the universal availability of an energy source essential to fuelling the growth of Saskatchewan.

Central to SaskPower's mandate was the ability to provide a safe and reliable supply of electricity at a reasonable cost.

Today that commitment continues. Among the more than 400,000 customers SaskPower now serves, there are 49,000 commercial and industrial accounts. Although they represent little more than 10 per cent of the total number of customers, they use a whopping 49 per cent of the electricity available in the entire province.

As a result, SaskPower recognizes the necessity of consulting with business and industry.

"We have continually talked about the importance of reducing profit-insensitive, fixed costs of production to enhance the cash flow and retained earnings of entrepreneurial activity," says Dale Botting, vice-president, Canadian Federation of Independent Business.

"The recent efforts of SaskPower go a long way towards aiding this overall economic development objective."

Because of its sound financial position, SaskPower has been able to hold the line on rate increases for all customer classes in 1989 and 1990. And most recently, small business customers were given a 10 per cent rate reduction. It is available to those with monthly electrical demands of less than 75 kiloVolt amperes. The offer also covers municipal loads which meet the same criteria.

On a provincial scale, the reduction will

amount to an annual saving of about $8 million. The average savings to small businesses will be in the range of $10 to $15 on a typical monthly energy bill of $100 to $150.

In addition, an earlier incentive has made more than 700 Saskatchewan manufacturers and wholesale food processors eligible for lower electricity rates, ensuring Saskatchewan firms maintain a competitive position with those throughout Western Canada.

"Manufacturers and food processors who qualify see electricity bills cut by an average of 20 to 30 per cent, which makes a significant contribution to their bottom line," says Ed Beechinor, vice-president of Marketing for SaskPower.

And that, says Brett Filson, general manager, Prairie Implement Manufacturers' Association, can only result in good things: "A stronger manufacturing sector means jobs, and more disposable income available to support retail business."

Walter Basler, manager, Canadian Manufacturers' Association, agrees: "While Saskatchewan manufacturers pride themselves in being innovative and enduring, we're appreciative of the efforts SaskPower is making to ensure continued viability."

Meanwhile, as one of the largest corporations in Saskatchewan, SaskPower also prides itself on keeping the province's businesses in mind when it comes to how it meets the growing demand for power by Saskatchewan people.

Since 1982, SaskPower has worked hard at contributing to the economic growth and diversification of the province by using as many Saskatchewan-based goods and services as possible in its day-to-day operations.

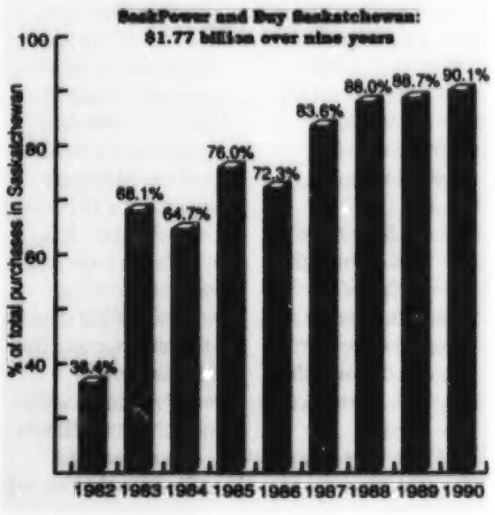
By initiating the Saskatchewan Supplier Development Program as part of the province's overall Buy Saskatchewan mandate, the corporation has been able to increase its portion of goods and services purchased within the province from 37 per cent in 1983 to a high of 90 per cent in 1990 – over $283 million spent here in one year alone.

"The success of the program has resulted in opportunities not only for Saskatchewan businesses, but also Saskatchewan people," points out Beechinor.

Finding potential suppliers has taken some old fashioned legwork. Murray Drackett, coordinator of the Saskatchewan Supplier Development Program, has worn out three cars calling on local businesses.

"Since the program has started, we've been able to further develop and support our own industries," Drackett says. "That's meant an additional $1.77 billion paid directly to Saskatchewan suppliers - an investment that would have gone outside the province in previous years."

In addition to the Saskatchewan Supplier



Development Program, attention has also centered on the needs of business in the province's geographically isolated area, and has resulted in the creation of the SaskPower Northern Enterprise Fund.

"There are a lot of great business ideas in the North, but the people often have problems getting the necessary support," says Ben Siemens, executive director of the fund.

"The current program has grown out of the need to provide people with the opportunity to start new businesses, as well as allowing existing ones to expand."

The fund receives money from SaskPower based on the annual production of electricity at its northern hydro sites. It provides loans and guarantees for eligible businesses and may also elect to assume a partnership position.

In the first 12 months of operation the fund reviewed 161 applications, approving 52 loan guarantees and 40 grants, for a total value of $1.6 million. Ten per cent of the fund's money is set aside for university and institute scholarships for northern residents.

"The fund has allowed for the growth of a number of successes," says Siemens. "In La Ronge a young woman received a loan guarantee which has allowed her to expand a unique gift shop; ILX Chicken and Egg Production, near Ile-a-la-Crosse, used a fund grant to start raising poultry; and in Sandy Bay a fisherman harvests minnows to sell to fishermen."

Environmental concerns also dominate SaskPower's way of thinking, not only when it comes to the North, but also the rest of Saskatchewan. And when the issue focuses on business, that means energy conservation.

"Wise energy management creates environmental and economic benefits," says Bob Walker, vice president of Environment at SaskPower. "Energy conservation lowers peak demand on our utility system, helping postpone the need for additional generation facilities."

Energy audits are one of the keys to success. At customers' request, SaskPower provided more than 100 free audits in 1990. The resulting recommendations to Saskatchewan industries and businesses provided a potential annual saving of $500,000. The amount of energy saved could supply residents in a town the size of Assiniboia or Martensville for one year.

A large Saskatchewan car dealership, Regina Motor Products, is just one of many SaskPower customers to benefit from an energy audit. Owner Blaine Ledingham says, "We've been able to install energy efficient lighting that has not only provided better lighting with fewer bulbs, but also at less cost."

When it comes to business and industry in Saskatchewan, SaskPower welcomes customer participation. Whether it be the energy audit program, northern development, Saskatchewan Supplier Development Program, or rates, you can start by contacting your local SaskPower office, or by writing:

SaskPower
Marketing
6th Floor
2025 Victoria Avenue
Regina, Saskatchewan
S4P OSI

HARA PRODUCTS TURNS PLASTICS INTO PROFITS

SWIFT CURRENT

A.F. Juffinger is a name ingrained in the plastics industry of Saskatchewan. Educated as a chemical engineer in Europe, he opened a small plastics manufacturing plant in Innsbruck, Austria in 1949.

Six years later Juffinger emigrated to Prince George, B.C. where he worked in the lumber industry until a car accident forced him to seek an alternate occupation. In 1963, he ran a newspaper ad seeking investors interested in the plastics industry.

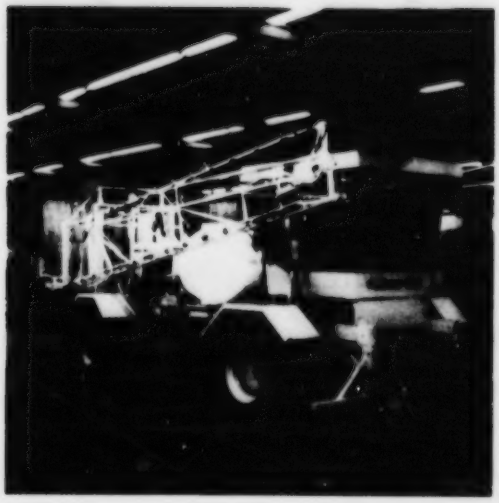
After being contacted by Swift Current's Industrial Development Board, Juffinger moved to the city and opened a company called Prairie Plastics. By 1968 the Juffinger family had purchased all outstanding shares in the company and formed Hara Products, relocating the operation to the city's industrial west side.

Today, Hara Products is a highly successful plastic injection moulding and extrusion manufac–turer, producing more than 70 different products on a custom moulding basis.

Major contracts for Dairy Queen containers and SaskTel connection boxes have recently been added to the company's diverse line of products: flower pots, telephone parts, sports flooring, and pool and deck components. Hara Products also supplies the Swift Current Spar Group with plastic household hooks, toothbrush and razor holders and wall anchors.

The firm employs from four to 15 staff, depending upon demand. In recent times, the plant has been known to operate around the clock, given the 260 per cent growth experienced from 1988 to 1989. Even with such tremendous growth in the past, Juffinger and his partners are looking to continued sales increases.

Without doubt, Hara Products has found a successful home base in Saskatchewan.



HONEY BEE MANUFACTURING TAKES PRIDE IN QUALITY

FRONTIER

In the late 1970s, farmers Greg and Glenn Honey of Frontier designed and began manufacturing a rod weeder attachment for tillage equipment. Even in its very early stages, the product seemed viable - promising in fact - and the Honeys were ready to make their move. In 1979, Honey Bee Manufacturing was born and separated from the farming operation.

As anticipated, rod weeder sales grew quickly, and today exceed $1 million annually. Design improvements of the product enabled the company to obtain a patent in 1985 that covered the quick attach mounting concept that had been developed.

Honey Bee Manufacturing now employs some 35 people in its 43,000 square foot plant in Frontier. Its main manufacturing is geared to swathers for large farming operations - designed specifically for specialty crops like alfalfa, peas, lentils and canola.

In 1980, the brothers developed a prototype for a new design of self-propelled swather. The design was unique in its use of three separate cutting tables - receiving patent rights in 1983.

After several attempts with manufacturers in British Columbia and Alberta, an agreement was made with Flexi-Coil in Frontier. Flexi-Coil manufactured all of the components for 20 tractor-mount swathers in the spring of 1987. Then, Flexi-Coil announced the closure of its Frontier facility.

After considering its location and the huge market potential of the swathers, Honey Bee moved into the Flexi-Coil premises in late 1987, deciding to manufacture and assemble its own product.

The Honeys remain actively involved in the management, operation and product development of Honey Bee. Greg handles manufacturing, while Glenn specializes in sales.

WHISKA CREEK ABATTOIRS PERFECTS THE ART OF MEAT PROCESSING

VANGUARD

CHALLENGE, RISK AND REWARD HAVE ALWAYS DRIVEN BUSINESS PEOPLE. FOR JAN AND LLOYD CLOTHIER, 10 YEARS OF OPERATING A SMALL TOWN GROCERY AND MEAT PROCESSING STORE WAS ENOUGH, AND THEY CHOSE TO MOVE TO NEARBY VANGUARD TO BUILD AN EXCITING NEW BUSINESS, WHISKA CREEK ABATTOIRS.

ACCORDING TO THE CLOTHIERS, THE MEAT PROCESSING BUSINESS HAS NEVER BEEN EASY. THE HARD-PRESSED AGRICULTURAL ECONOMY SOUTHEAST OF SWIFT CURRENT WELCOMED THE MOVE BY WHISKA CREEK ABATTOIRS. PEOPLE REGULARLY COME FROM AS FAR AWAY AS REGINA TO PURCHASE THE FAMOUS WHISKA CREEK PRODUCT, BRINGING VALUABLE BUSINESS TO THE COMMUNITY.

DIVERSIFICATION HAS ADDED BEEF AND GAME JERKY, SAUSAGE MAKING, CUSTOM WRAPPING AND CURING TO THE LIST OF PRODUCTS AND SERVICES AVAILABLE AT THE ABATTOIR.

WITH THE REDUCED MANUFACTURING AND FOOD PROCESSING RATE NOW OFFERED BY SASKPOWER, THE company has been able to afford additional staff.

Electrical savings to the company range from $100 to $150 every month.

Whiska Creek Abattoirs operates 14 to 16 hours a day, seven days a week. Yearly cattle slaughter averages about 250 head; hogs average 100.

Co-owner Jan Clothier admits there isn't anything she would rather be than a successful business person. And with the track record of her company, there doesn't appear to be any reason to worry.

She may well be that person for a long time to come.

LA RONGE WILD RICE CORPORATION: SASKATCHEWAN'S OTHER HARVEST

LA RONGE

FAR NORTH OF THE GOLDEN WHEAT FIELDS OF SOUTHERN SASKATCHEWAN, ANOTHER IMPORTANT RITUAL TAKES PLACE EACH AUTUMN - THE HARVEST AND PROCESSING OF WILD RICE.

THE LA RONGE WILD RICE CORPORATION IS THE MAIN STAKEHOLDER IN THIS INDUSTRY, TAKING DELIVERY FROM LOCAL GROWERS IN A MODERN, FULLY AUTOMATED PLANT. IN 1990 ALONE, MORE THAN 1.8 MILLION POUNDS OF WILD RICE WERE PROCESSED IN A SHORT TWO-MONTH SEASON, MAKING THIS A SIGNIFICANT CASH CROP FOR MANY IN NORTHERN SASKATCHEWAN.

THE HANDLING OF WILD RICE IS DIFFERENT FROM OTHER GRAINS. KERNELS MUST BE KEPT MOIST BEFORE PROCESSING, OR SPOILAGE WILL OCCUR. CURING IS DONE OUTSIDE IN PILES OR LONG ROWS WHERE THE MOISTURE CONTENT CAN BE KEPT AT ABOUT 40 PERCENT. OFTEN NORTHERN FALL WEATHER INTERVENES IN THE HARVEST and slows the production process. This time consuming procedure is being investigated by the University of Saskatchewan and Saskatchewan Research Council, in the search for an improved, faster method.

Once cured, the wild rice is fed into the plant on a 140-foot temperature-controlled parcher. It then passes through a huller that removes the husks; a vacuum that eliminate husks and foreign materials; a grading machine to sort for width and length; and finally goes on to the packaging area.

While the plant is in operation, time is of the essence. It runs 24 hours a day for about two months, and in addition to management, employs a staff of about 18 workers.

VELTEK WOOD SYSTEMS PATENTS NEW WAYS WITH WOOD

DYSART

ENTREPRENEURS OFTEN FIND NEW SOLUTIONS TO OLD PROBLEMS, AND CRAIG MENGEL IS NO EXCEPTION. COMBINING THE MAGIC OF VELCRO FASTENERS WITH THE NEED FOR A FLEXIBLE OFFICE FURNITURE PRODUCT, MENGEL HAS GIVEN BIRTH TO AN IDEA WHOSE TIME HAS COME.

THE CONCEPT IS A SIMPLE ONE: A LINE OF HIGH QUALITY FURNITURE HELD TOGETHER WITH VELCRO STRIPS AND SPECIALLY DESIGNED ALIGNMENT DEVICES. THE RESULT IS A COST EFFICIENT, SOLID, YET HIGHLY VERSATILE PRODUCT THAT HAS CAPTURED THE IMAGINATION OF FURNITURE BUYERS ACROSS THE PRAIRIES.

In 1989, an agreement was reached with the Dysart Economic Development Corporation - a venture capital group made up of local investors - to locate Veltek Wood Systems in the town of Dysart.

The town welcomed the manufacturing company with open arms. Veltek currently employs 12 workers in its 9,000 square foot plant. Plans for an expansion of 15,000 square feet are in the works, with projections for a total work force of 33 in the near future.

With a worldwide registered patent on the process, the Veltek system now appears headed for major exposure in the Vancouver and Minneapolis markets.

Mengel, president of Veltek, says, "I could have established the company anywhere, but the economic development climate in Saskatchewan and the assistance offered by various government agencies was very attractive." Initiatives such as SaskPower's reduced manufacturer's rate have also played a role in the company's recent decision to expand.

NATIVE ENTREPRENEURS OPEN KITSAKI MEATS

THE ENTREPRENEURIAL SPIRIT IS ALIVE AND WELL IN NORTHERN SASKATCHEWAN. CASE IN POINT IS KITSAKI MEATS, A NEW MEAT PROCESSING AND DISTRIBUTING COMPANY OPERATED BY THE LAC LA RONGE INDIAN BAND.

MANAGER TERRY HELARY AND 12 FULL-TIME EMPLOYEES CONTROL THE PRODUCTION OF BEEF JERKY, ASSORTED PEPPERONIES AND OTHER PROCESSED MEATS AT THE LA RONGE PLANT. SIDES OF MEAT ARE PURCHASED FROM INTERCONTINENTAL PACKERS IN SASKATOON, PROCESSED INTO KITSAKI MEAT PRODUCTS, THEN SOLD ACROSS CANADA – FROM BRITISH COLUMBIA TO NEWFOUNDLAND. SAMPLES HAVE EVEN BEEN SENT OVERSEAS TO BEGIN THE LONG BUT POTENTIALLY REWARDING TASK OF INTERNATIONAL EXPORT.

At the Kitsaki Meats retail store in La Ronge, fresh and frozen meats are selling to an eager market. The company truck also makes weekly visits to each major community in Northern Saskatchewan, where consumers appreciate and support a made-in-Northern-Saskatchewan product.

Kitsaki Meats is a prime example of the diversification potential of the North, and a proud testimony to the vision and dedication of its people.

LA RONGE

D M ENTERPRISES WINS SMALL BUSINESS AWARD

SASKATOON

It was October, 1990, when Dennis Mraz, President of D M Enterprises was named Saskatoon Small Business Owner of the Year. But his rise to success in the manufacturing field began long before - as early as 1985 - when he first began serving Saskatchewan's mining industry.

Today, D M Enterprises designs and manufactures customized equipment for mining operations around the world. In particular, the company manufactures continuous haulage equipment which includes belt benders, belt bender snakes, belt storage magazines, roofing hardware, A-frame stands and feeder breaker cars.

D M Enterprises manages its manufacturing through many businesses which are also based in Saskatoon.

In recent times, sales have risen dramatically. One look at the order desk and it's easy to see why the total number of employees has doubled in the past year. It is common to find major orders arriving from mining companies across Canada, the United States, South America, Australia and Africa.

The Small Business Award was presented to Mraz in recognition of his company's many accomplishments as well as for the high level of energy, enthusiasm and dedication he has demonstrated in the business community.

WORD-OF-MOUTH SELLS WHEAT NUTS FOR TRANQUILITY RESEARCH INC.

SASKATOON

In a province reputed to be the breadbasket of the world, when an entrepreneur devises a new use for wheat, a lot of people pay attention. So when Gerry and Cheryl Franson of Saskatoon created a new snack food called Wheat Nuts, consumer interest was immediate.

Wheat Nuts are a roasted, crunchy snack food that appeals to the health-conscious muncher. Because the entire kernel of grain is used, one gets a lot of natural fibre plus the wholesome goodness of wheat, in a light and tasty snack.

Ten different varieties of Wheat Nuts are produced, natural and salted, from sour cream and onion, to bacon, barbecue and other flavors. The Fransons believe it is the crunch of the product that consumers find most appealing. Uses are many, including sprinkling Wheat Nuts on soup in place of crackers or croutons, using them in stuffing, or as a topping for salads or baked potatoes. Some customers have even tried baking with Wheat Nuts and have produced some delicious cookies and nutritious breads. While most consumer products require substantial advertising support to be successful, Wheat Nuts continue to register increasing sales with very little investment in advertising or promotion. For the Fransons, positive word-of-mouth has been their most effective means of marketing.

To meet the growing demand from Saskatchewan, Manitoba and Ontario consumers, production has doubled at the Fletcher Road plant in Saskatoon. Eleven employees are now involved in the roasting and preparing of this unique Saskatchewan-grown, Saskatchewan-processed product.

SALT OF THE EARTH SPAWNS LITTLE MANITOU MINERAL PRODUCTS

WATROUS

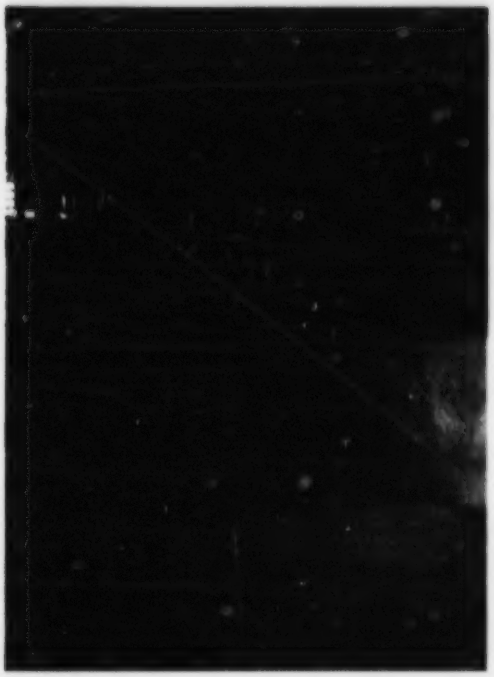
THE MINERAL SALTS FOUND ALONG THE SHORES OF LITTLE MANITOU LAKE IN SOUTH-CENTRAL SASKATCHEWAN HAVE LONG BEEN KNOWN FOR THEIR THERAPEUTIC PROPERTIES. SHELLY POTTER, WHO HAS LIVED AND WORKED IN THE AREA ALL HER LIFE, OFTEN SOLD THESE SALTS OVER THE COUNTER FROM HER SMALL CONFECTIONARY AT MANITOU BEACH.

IN 1988, AFTER THE MANITOU SPRINGS MINERAL SPA RE-OPENED AND TOURIST TRAFFIC INCREASED DRAMATICALLY, POTTER NOTICED A GROWING DEMAND FOR HER SALT PRODUCTS. NOT ONE TO MISS A GOOD BUSINESS OPPORTUNITY, SHE BEGAN PACKAGING AND SELLING THE MINERAL SALTS UNDER THE LABEL OF LITTLE MANITOU MINERAL PRODUCTS. AFTER CONSULTING WITH THE PROVINCIAL GOVERNMENT'S BUY SASKATCHEWAN AGENCY, POTTER STEPPED UP HER MARKETING EFFORTS. TODAY, HER SALTS CAN BE FOUND ON RETAIL SHELVES ACROSS Saskatchewan, including those of Bi-Rite Drugs and Sangster's Health Centres.

As so often happens, one good idea leads to another. In Moose Jaw, Jean Bell's Prairie Flower Mill is now purchasing the Little Manitou mineral salts, and with a little added fragrance and packaging, resells them as luxury or potpourri bath salts.

Potter has found her product needs very little "selling" because so many people are familiar with the reputation of Little Manitou Lake and its legendary salts.

With orders arriving from as far off as Germany, Potter grins as she discusses the instant success of her young company. "The truth is," she says, "we can't dry and package our product fast enough to keep up with the market."



SPECIALIZING KEY TO SUCCESS FOR PRAIRIE WOODCRAFT

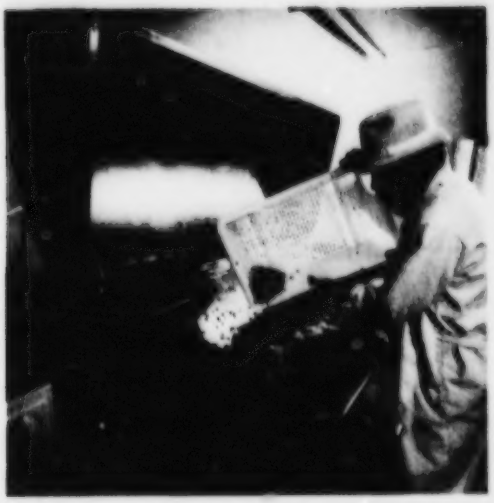
SASKATOON

After nine years of manufacturing a variety of furniture, Ross Rooke decided it was time for his company, Prairie Woodcraft, to specialize. So in 1985 he joined forces with Ed Kowalski and they set about changing Prairie Woodcraft into a manufacturer of office furniture.

It has taken about four years, but the duo now have a reputation as one of Saskatchewan's foremost manufacturers of office furniture. Both partners pride themselves in operating one of very few businesses in the province which produces veneered office furniture using raw materials.

Located in a 20,000 square foot facility at 2642 Millar Avenue in Saskatoon, Prairie Woodcraft manufactures "case goods" including desks, credenzas, book cases, storage units, boardroom tables and computer furniture. The majority of furniture is "modular" — each segment can be knocked down and reassembled to construct a completely different unit. This feature allows customers who buy their product the opportunity to adapt to changing needs. Any section of the unit can be easily replaced or repaired if it becomes damaged.

All furniture is "made to order" and assembled on-site by Crown Office Interiors, the major distributor for Prairie Woodcraft. Finished products are sold to many government agencies, Crown corporations and private companies.



DELSA FOODS: SALAD, ANYONE?

DELISLE

VISITORS EXPECTING TO SEE THE GOLDEN-BROWN COLOR OF WHEAT UPON ENTERING SASKATCHEWAN MAY BE SURPRISED THAT GREEN IS THE COLOR NEAR DELISLE.

THAT'S BECAUSE FARMERS IN THIS AREA ARE GROWING VEGETABLES USING IRRIGATION TO SUPPLY DELSA FOODS, A LOCAL SALAD PROCESSING PLANT. DELSA FOODS BEGAN FOUR YEARS AGO WHEN A GROUP OF 23 INVESTORS INITIATED A STUDY TO SEE IF IT WOULD BE VIABLE TO PROCESS MUSTARD SEED INTO MUSTARD.

"THE MARKETING STUDY TOLD US THAT MUSTARD PRODUCTION WOULD NOT BE A VIABLE OPERATION, BUT AT THE SAME TIME WE LEARNED ABOUT A COMPANY IN Holland that was producing salads with a four-to-six week shelf life," explains general manager Brad Haack.

"We thought there might be something we could utilize from their operation, so we asked them if they would be interested in a joint venture." The Holland company was so interested they offered to become full-fledged percentage partners in the Delisle venture.

Production began in the fall of 1989, with five main salads produced: potato/egg , coleslaw, pasta, oriental chicken and fruit. The plant can manufacture up to 18 different salad varieties at full capacity. Canola oil is used as a base ingredient for the salads because of its low calories and zero cholesterol level.

Delsa salads are sold in bulk to the hotel, restaurant and institution industry. They are also available at Superstore, O.K. Economy, Shop-Rite and Diamond Sausage and Meats.

Delsa also custom manufactures the Olympic Line of salads for International Packers. Olympic Salads are sold at Co-ops, Safeway and independant delicatessens across Saskatchewan.

TOYS FOR YOUNG RASCALS

OUTLOOK

EIGHT YEARS AGO GRANT FARDEN HAD A FEW SPARE MOMENTS ON HIS FARM, SO HE DECIDED TO BUILD SOME WOODEN TOYS FOR HIS NEWBORN DAUGHTER. TODAY HE'S STILL MAKING TOYS, BUT AT THE RATE OF ABOUT 40,000 PER YEAR.

OF COURSE HE'S NOT MAKING THEM BY HIMSELF ANYMORE. IT'S RASCAL TOYS THAT PRODUCES THEM — A COMPANY HE OPERATES IN OUTLOOK WITH HIS WIFE SHARON. THEY EMPLOY TWO FULL-TIME STAFF MEMBERS AS WELL AS OTHERS PART-TIME IN MAKING TOYS THAT ARE SOLD ACROSS CANADA.

RASCAL TOYS PRODUCES OVER 60 DIFFERENT DESIGNS OF WOODEN TOY CARS, TRUCKS, PULL TOYS, MONEY BANKS, puzzles, games and mini-spinners. The toys are designed by the Fardens and are made with Saskatchewan-grown hardwood birch.

"I think the toys remind a lot of people of the wooden toys they had as kids," Grant says. "People also see a lot of plastic out there. These toys are different from what they see in stores all the time."

Rascal toys are made with a small child's learning needs in mind. Almost all of the vehicles have removable loads that children can learn to apply. The puzzles come apart and fit together again, and many of the toys' pieces are of different bright colors.

The growing toy company took on its present name when it purchased Rascal Toys of Salmon Arm, B.C., two years ago. Now the Fardens attend national and international toy shows twice a year to meet with toy buyers.

THERMOTEX INDUSTRIES: INFRARED THERAPEUTIC PRODUCTS IN "HOT" DEMAND

MELFORT

A few years ago Lawrence Gordon had a horse that wasn't running to his capabilities. Gordon decided to cure the horse by applying infrared therapeutic products that were designed for humans. It worked wonders.

Impressed with the results, Gordon decided to design the same type of products for use on horses. In 1988 he obtained the patent to produce his product as well as the user-rights for the human application.

Soon afterwards, Gordon formed Thermotex Industries in Melfort with his three sons; Duncan, Norman and Fred. Thermotex now has five full-time and 12 part-time employees. As the only manufacturer of its kind in the world, Thermotex has sales in Sweden, Puerto Rico and across Canada and the United States.

What is this therapeutic infrared product? The infrared pad is composed of an element which is a piece of cloth containing graphite, fibreglass and a carbon mixture with "buzz bars" down the sides which carry electricity. The element is then laminated with the electrical connections attached, the wire in resistors (rheostats) and a switch with the electric cord. A stiffener is placed between two pieces of fibreglass insulation and is capsulated with the element in PVC.

For use on horses Gordon developed several garments for applying the heat to the parts that require the application. These garments include a horse blanket, a hood and neck unit, and a hock and front leggings. Each item contains pockets into which a pad is placed. The horse blanket, for example, contains six pockets which produce 165 watts of heat. The heat these units produce is designed to overcome muscle soreness, arthritis and back ache.

The human application is a pad with a cover. The elements are imported from Austria and are rated at .05 amps with 35 watts of deep penetrating heat.

QUILL SPRINGS WATER TEAMS WITH VIS-A-VIS RESOURCES

WYNYARD

THE NAME QUILL SPRINGS HAS BECOME INSEPARABLE FROM THE IMAGE OF CANADIAN PREMIUM NATURAL SPRING WATER. IF HIGH SHARE OF MIND IS A MEASURE OF SUCCESS, THEN TOO IS THE VOLUME OF WATER BEING SHIPPED FROM THE BOTTLING SITE JUST SOUTH OF WYNYARD. IN THE FALL OF 1990 ALONE, QUILL SPRINGS BOTTLED NEARLY 30,000 GALLONS OF WATER A MONTH - DESTINED FOR STORE SHELVES ACROSS SASKATCHEWAN, SEATTLE, SAN FRANCISCO, LOS ANGELES, HAWAII AND JAPAN.

THE QUILL SPRINGS SITE HAS RECENTLY RECEIVED A $250,000 FACE LIFT AND EXPANSION. SASKPOWER IS CURRENTLY INSTALLING A THREE-PHASE LINE FROM WYNYARD TO ACCOMMODATE THE NEW BOTTLING equipment.

VIS-A-VIS Resources, a related Wynyard company, officially opened its doors in 1990, manufacturing the plastic bottles used by Quill Springs. The impressive 27,000 square foot building has two complete self-contained suites for special overnight guests or management personnel from Japan.

The owners, including Randy Martin of Wynyard, are currently attempting to acquire the contract to supply plastic bottles for Coca-Cola in Saskatchewan. Landing such a contract would immediately mean the addition of 12 full-time staff. The reduced electrical rates now offered by SaskPower could help the company win a competitive edge in supplying similar bottles to the Alberta and U.S. markets.

TRANSFORMATION A KEY WORD FOR FEDERAL PIONEER

FEDERAL PIONEER LIMITED FIRST ESTABLISHED ITSELF IN SASKATCHEWAN IN 1957 WITH A MODEST 10,000 SQUARE FOOT FACILITY NORTH OF REGINA. A MANUFACTURER AND SUPPLIER OF ELECTRICAL TRANSFORMATION EQUIPMENT, FEDERAL PIONEER HAS GROWN TO BECOME ONE OF THE PROVINCE'S MOST SIGNIFICANT PLAYERS IN THE INDUSTRIAL MANUFACTURING SECTOR.

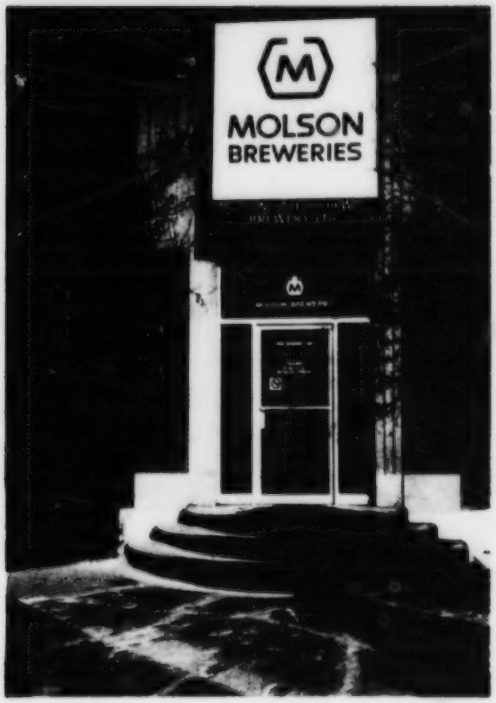
CONTINUED EXPANSION OVER THE YEARS HAS BROUGHT ABOUT THE OPENING OF A NEW 84,000 SQUARE FOOT MANUFACTURING PLANT ON THE WESTERN OUTSKIRTS OF REGINA. THIS NEW PLANT IS ONE OF THE MOST ADVANCED in the world, with superior working conditions, employee facilities and production technologies. The company operates a number of plants across Canada and one in England, each specializing in a particular field. In Saskatchewan, the focus is on the assembly of power and distribution transformers, while elsewhere specialities range from circuit breakers and switchgear to low voltage distribution equipment.

To remain competitive, the company has had to attract and retain some of the most highly skilled technicians in Saskatchewan, whose contribution to the industrial output of this province remains immense.

To deal with market demands for reliable, high quality products, and public demands for environmental protection, the Regina plant utilizes state-of-the-art testing equipment and stringent quality and safety control measures.

Phil Robertson, manager of Plant Operations, describes Federal Pioneer's central location in Saskatchewan as an efficient and cost-effective base for product shipments throughout North America. He also points to SaskPower's Buy Saskatchewan program and recently reduced power rates as reasons for the continued growth and success of his operation.

REGINA



REGINANS DRINK A TOAST TO MOLSON BREWERIES

IN 1907, THE REGINA BREWING CO. OPENED ITS DOORS IN SASKATCHEWAN'S CAPITAL CITY. SOON AFTER, PROHIBITION BEGAN AND BREWING CEASED. IN 1924 - NEAR THE END OF PROHIBITION - A LETHBRIDGE FAMILY PURCHASED THE BREWERY AND OPERATED IT UNTIL 1958.

IN THAT YEAR, MOLSON BREWERIES OF CANADA PURCHASED THE OPERATION AND BEGAN ITS LONG AND SUCCESSFUL HISTORY IN THIS PROVINCE.

MANY CHANGES HAVE OCCURRED IN THE ENSUING YEARS. IN 1962, A NEW BREW HOUSE WAS CONSTRUCTED - ONE OF THE MOST MODERN IN NORTH AMERICA AT THE TIME. THE BOTTLE SHOP HAS HAD SEVERAL EXPANSIONS, THE MOST RECENT INCREASING PRODUCTION TO 700 BOTTLES PER MINUTE. MOLSON HOUSE WAS ALSO CONSTRUCTED ON SITE, SERVING AS THE BREWERY'S HOSPITALITY CENTRE.

BREWING IS A HIGHLY COMPETITIVE BUSINESS, AND cost effectiveness is a major factor in deciding future expansions not only in staff but in product lines. This is where SaskPower has been able to help.

Until recently, Molson's Regina plant bottled 11 brands, two of which were exported to Manitoba. SaskPower's announcement of manufacturing rate reductions in 1990 allowed Molson's the opportunity to install a cannery to begin producing five different brands of canned beer, stabilizing the company's employment picture.

Employing 110 workers in Regina, Molson's has been both a major economic factor in the city, and a responsible corporate citizen. The company has always been a major supporter of community events, charities and sports competitions in Saskatchewan.

REGINA

LEON-RAM: FROM MACHINE SHOP TO INTERNATIONAL MANUFACTURER

YORKTON

LITTLE DID LEON MALINOWSKI REALIZE IN 1952 THAT THE SMALL MACHINE SHOP HE ESTABLISHED IN BANKEND, WOULD ONE DAY BE THE FORERUNNER OF AN INTERNATIONAL AGRICULTURAL EQUIPMENT MANUFACTURER WITH 130 EMPLOYEES.

WHILE IN BANKEND, MALINOWSKI RECOGNIZED A NEED FOR TRACTOR-MOUNTED DOZER BLADES AND BEGAN TO MANUFACTURE THEM IN HIS SHOP. BY 1967 THE BUSINESS OUTGREW ITSELF AND HE ESTABLISHED A NEW SHOP IN YORKTON.

HIS COMPANY, LEON-RAM ENTERPRISES, HAS CONTINUED TO GROW AND NOW HAS FOUR SUBSIDIARY COMPANIES. LEON AGRICULTURAL EQUIPMENT IS CONSIDERED TO BE ONE OF THE MOST INNOVATIVE MANUFACTURERS IN CANADA; RAM ROD EQUIPMENT specializes in manufacturing and distributing skid steer loaders; Custom Contract Metalworking accommodates the needs of industries outside Saskatchewan; and Ram Industries designs hydraulic cylinders and accessories.

One of Leon-Ram Enterprises' most successful products is the skid steer loader, commonly known as the Ram Rod. About 30,000 of these units have been sold world-wide and account for two per cent of the sales in this market. The Ram Rod has been sold in places as far away as Australia, France, Spain and Africa.

Leon-Ram Enterprises intends to aggressively market the Ram Rod into Europe with hopes of doubling its overall sales. New initiatives such as Buy Saskatchewan, are also expected to boost sales.

REPAIRMAN BECOMES THERAPY TABLE BUILDER

LATE IN 1986 A LADY APPROACHED KIM AND PAULETTE GEHL TO BUILD HER A THERAPEUTIC TABLE. KIM, OWNER OF A LOCAL REPAIR SHOP AND AUTOMOTIVE AND AGRICULTURAL SUPPLY DEPOT, TOOK THE CHALLENGE. THE RESULT WAS AN ADJUSTABLE MASSAGE AND THERAPY TABLE.

THE PROTOTYPE WAS A MINIATURE WOODEN TABLE, BUILT WITH POPSICLE STICKS. MEASUREMENTS WERE TAKEN FROM THIS TINY UNIT AND EXPANDED TO SCALE TO PRODUCE THE WORKING UNITS. WHAT STARTED OUT AS A SMALL, STATIONARY PROJECT WAS REFINED TO INCLUDE ELECTRONICS FOR ADJUSTABILITY.

WORD SOON SPREAD AFTER THE FIRST TABLE WAS BUILT, AND AN ORDER FOR TWO MORE WAS PLACED FROM A THERAPEUTIC INSTRUCTOR NEAR EDMONTON. KIM BUILT four tables, loaded them in his truck and began his delivery. The two spare tables were sold before he reached his destination.

The Gehls' table has few rivals. They say only one other unit is built in North America and another in England. "Our features outweigh our competition. Others have a gas-operated lift system, while ours is a scissor-type electric unit. The competition has a lift range of only 11 inches, while ours will extend from 17 to 44 inches high," says Kim.

The Gehls are working on marketing with an international company that has key people in the industry. Besides the prairie provinces, the Gehls have distributed tables as far away as Atlanta, Georgia.

Some modifications are being discussed, such as replacement of the upholstered top with one supplied by the distributor.

"We want to look at the veterinary market. Our table would be useful for small animal surgery or anything that needs a 'lift'. We're going to look a little more outside therapeutic markets," says Paulette.

The Gehls are optimistic about their product's future. At present, one other person besides themselves is employed. There are plans to hire two summer students, one an engineering major.

CABRI

SAWING WOOD ON THE GRASSY PRAIRIES

MAPLE CREEK

A SAW MILL ON THE PRAIRIES? ALTHOUGH TREES ARE FEW AND FAR APART, THE ROYER SAW MILL IS A VIABLE OPERATION EMPLOYING SEVEN TO 12 PEOPLE, DEPENDING ON THE SEASON.

WHEN FELIX AND BEVERLY ROYER MOVED TO MAPLE CREEK IN JUNE, 1985, THEY ACCEPTED THE CHALLENGE OF RESURRECTING A DEFUNCT SAWMILL OPERATION. THE ROYERS FACED CONSIDERABLE LOCAL SKEPTICISM BECAUSE THE SAWMILL HAD ALREADY FAILED THREE TIMES.

HOWEVER, THEY HAD THE ADVANTAGE OF OWNING THEIR OWN LOG AND PULP HAULING COMPANY, AND FELIX UNDERSTOOD SAWMILL OPERATIONS FROM PREVIOUS WORK.

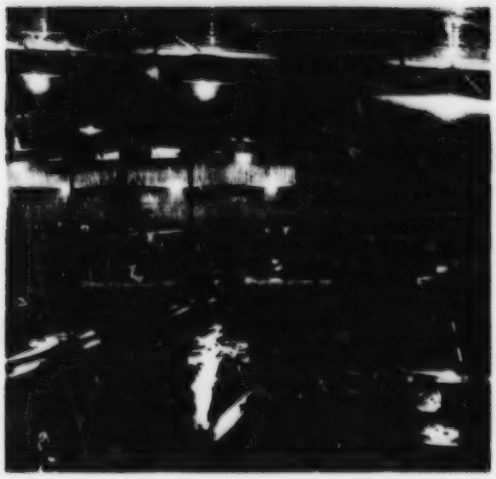
FELIX RECOGNIZED TREMENDOUS POTENTIAL IN THE DORMANT PLANT. THE MAPLE CREEK LOCATION HAD A TERRITORIAL ADVANTAGE OVER NORTHERN SASKATCHEWAN SAWMILLS FOR SERVICING RANCHES AND FARMS OF THE SOUTHWEST WITH TREATED FENCE POSTS AND CORRAL slabs.

At first the sawmill only produced rough and planed dimensional lumber. In the fall of 1987 a large-capacity pressure-treating plant was added to produce pressure-treated fence posts and lumber for wood basements, decks, and other residential uses.

Logs for the sawmill operation are hauled from Cypress Hills where the logging operation provides up to four additional jobs. The area contains some of the province's few stands of lodgepole pines.

"The trees in the area being cut are overage," says Felix. "If the stands are left, red rot sets in followed by insect infestations."

The sawmill was almost totally electrified in 1990 and a 100 horsepower motor drives the main saw. Previously the sawing operations were run by diesel motors or gas.



FISHING FOR OPPORTUNITIES

WALDHEIM

LONG BEFORE GRADUATING FROM CIVIL ENGINEERING, JOHN BIELKA AND KEITH DERKSEN WERE DREAMING ABOUT A FISH FARM BUSINESS. IN 1987 THEIR DREAM BECAME A REALITY WHEN THE ARCTIC FISH COMPANY WAS FORMED.

THE COMPANY DEVELOPS BROOD STOCK SO FISH EGGS CAN BE PRODUCED FOR INCUBATION AND THEN GROWN OUT AS FINGERLINGS. THE ARCTIC FISH COMPANY CURRENTLY HAS 200,000 EGGS AND IS PLANNING FOR 700,000 IN 1992. THE ESTIMATED PRODUCTION OF BROOD STOCK EGGS COULD REACH FOUR MILLION IN THE NEXT FEW YEARS.

JOHN AND KEITH'S DREAM CAME TRUE FOUR YEARS AGO WHEN CONSTRUCTION WAS COMPLETED ON A BUILDING for developing the brood stock. In the fall of 1989, a second, much-larger building was built, and is now the location for the many tanks and troughs that hold the fish from fingerlings to market size.

The company has dabbled in other fish varieties such as rainbow trout, walleye, and Atlantic salmon, but arctic char remains the main thrust. Atlantic salmon are very slow growers, and need five times more space than the arctic char. Rainbow trout can be profitable, but the arctic char remains the best overall variety.

The company's cash flow has been aided by the sale of fish eggs, fingerlings and fresh fish. Now that the brood stock is fully developed, the company plans to enter the world market place in a more aggressive manner. A full-time marketing person has been hired, developing advertising plans for whole fish, fish fillets, smoked fish, fresh frozen fish, canned fish and combination packages. Arctic char and wild rice, and walleye and wild rice dinners will also be marketed.

The newest building will continue to house the tanks and troughs to grow out the fish, while the original building will now become the processing facility where canning, smoking, and packaging takes place.

INVENTRONICS: A BEEHIVE OF ACTIVITY

MOOSE JAW

A 400 TON PRESS SLAMS DOWN, WHILE METAL IS RIVETED IN ANOTHER CORNER. THE FAINT SMELL OF PAINT HANGS IN THE AIR. FIFTY, SOMETIMES UP TO 75 EMPLOYEES, SCURRY ABOUT THEIR TASKS THROUGH THE CLANGING OF MACHINES AND EQUIPMENT.

THIS IS INVENTRONICS. THE FACILITY IS ENGAGED IN THE MANUFACTURE OF METALLIC PACKAGING FOR THE TELECOM AND ELECTRIC UTILITY INDUSTRIES AS WELL AS SOME MILITARY WORK. ITS PRODUCT LINE INCLUDES FARM POWER CENTRES AND OILFIELD CABINETS TO TELECOM SWITCHING CABINETS AND BULLET PROOF, RURAL TELEPHONE TERMINAL CABINETS.

THE COMPANY BEGAN 20 YEARS AGO IN BRANDON, Man., but has since expanded into Edmonton and Moose Jaw. The head office is in Edmonton, although the largest facility is in Moose Jaw at 80,000 square feet.

The firm's major markets are western Canadian electric and telecommunications utilities as well as a large electronics supplier in the north central United States.

Pat Mann, plant manager of the Moose Jaw operations, says SaskPower's Buy Saskatchewan program has enabled Inventronics to become a major supplier of electrical cabinets and equipment to the Crown corporation. He works closely with SaskPower staff to aid in maintaining the high quality of its product as well as to develop new product lines.

Mann adds SaskPower's reduction of the manufacturing electrical rate was a welcome relief as electricity is one of the major operating expenses of their facility.

Saskatchewan Suppliers

From tires to turbines

At SaskPower, we provide electricity to over 400,000 customers scattered across nearly 652,000 square kilometres.

It's quite a feat. And in ensuring our customers' electrical needs are met, you can imagine some of the goods and services one of the largest corporations in the province requires.

Everything from automobile tires to electrical turbines; from painting to pouring concrete. Millions of dollars are spent each year ensuring we can meet the growing demand for power by Saskatchewan people.

Opportunities abound

Since 1982, SaskPower has worked hard at contributing to the economic growth and diversification of the province.

By initiating the Saskatchewan Supplier Development Program (SSDP) as part of the province's overall Buy Saskatchewan mandate, the corporation has been able to increase its portion of goods and services purchased within the province from 37 per cent to a high of 88 per cent - over $347 million spent here in one year alone.

That has resulted in opportunities for Saskatchewan businesses, and Saskatchewan people.

Expanding and upgrading

The Saskatchewan Supplier Development Program prides itself not only on purchasing existing goods and services or helping existing suppliers diversify, but also developing or attracting new firms.

SaskPower's commitment has resulted in companies already within the province expanding and upgrading facilities not only to meet the needs of the corporation, but also to independently enter into national and international markets.

Meanwhile, firms from both Canada and the rest of the world have set up shop in Saskatchewan, initially attracted by SaskPower, but remaining within the province to supply goods and services to markets everywhere.

Supplying Saskatchewan

Overall, the Saskatchewan Supplier Development Program has ensured that more than 125 products which previously had to be bought from outside the province, are now manufactured here.

Big and small

As a businessman, if you're interested, SaskPower shouldn't intimidate you.

Whatever your size, if you can supply goods and services from within the province, SaskPower and the SSDP want you.

The corporation deals with international firms as big as Marubeni-Hitachi in Saskatoon and Babcock & Wilcox in Melville, or companies as compact and independent as Barnett Saddlery in St. Walburg and Al's Welding in Muenster.

SaskPower has recognized that no matter the scale, every business has something to contribute to the province.

If you require more information or would like to contact someone within SaskPower's SSDP, just call 306-566-3430, or write:

Saskatchewan Supplier Development Program
SaskPower - 5W
2025 Victoria Avenue
Regina, Saskatchewan
Canada
S4P 0S1

PHILLIPS CABLES LINKS PEOPLE, POWER AND TECHNOLOGY

MOOSE JAW

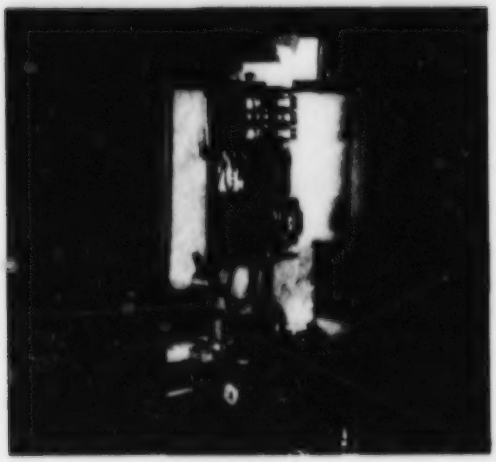
CANADIAN MANUFACTURER PHILLIPS CABLES ARRIVED IN SASKATCHEWAN IN 1986, LURED HERE BY SASKPOWER'S BUY SASKATCHEWAN PROGRAM.

HEADQUARTERED IN TORONTO, PHILLIPS CABLES OPERATES A TOTAL OF EIGHT PLANTS ACROSS CANADA. MAINLINE PRODUCTS INCLUDE COMMUNICATIONS CABLE, CONSTRUCTION AND INDUSTRIAL CABLE, AS WELL AS UTILITY AND HIGH TEMPERATURE CONDUCTORS FOR A VARIETY OF USES.

THE MOOSE JAW PLANT, BEING ONE OF THE MOST INNOVATIVE AND TECHNICALLY ADVANCED IN THE CABLE INDUSTRY, HAS BECOME THE COMPANY SHOWPIECE. ITS 50,000 square foot facility utilizes state-of-the-art equipment and a teamwork environment that both challenges and rewards its 27 employees. This combination of well-trained people and high-tech processes has resulted in one of the most efficient and quality conscious operations of its kind in North America.

While SaskPower remains Phillips Cables' largest customer in the province, the Moose Jaw plant produces a number of products for other utilities including those in Alberta, Manitoba and Ontario. Plant manager Terry Nagy credits his operation's early successes to SaskPower's growing demand for underground electrical cable. As well, lower than anticipated operating costs - due largely to SaskPower's reduced manufacturing rates - are an important contributor as well. Recently signed contracts for the supply of additional underground cable to SaskPower, and stable electrical rates throughout 1991 are reason for continued optimism at Phillips Cables. Today, plans are afoot to expand the plant's manufacturing capacity to produce a number of additional cable products for the company's growing customer base.

As a team, the management and technical staff at Phillips Cables Moose Jaw anticipates continued success in the industry.



RENDAMAX EXPANDS FOR THE FUTURE

REGINA

BIGGER AND BETTER. THAT'S THE MOTTO AT RENDAMAX THESE DAYS.

THE MANUFACTURER OF HEATING SYSTEMS IS UNDERGOING A $3 MILLION EXPANSION THAT WILL ADD 2,322 SQUARE METERS TO ITS EXISTING 1,161 SQUARE METER STRUCTURE AT GREAT PLAINS INDUSTRIAL PARK. AN ADDITIONAL 30 PRODUCTION LINE EMPLOYEES ARE EXPECTED TO BE BROUGHT ON STAFF WHEN THE EXPANSION IS COMPLETED.

THIS EXPANSION IS TAKING PLACE SINCE RENDAMAX HAS BEEN GROWING BY LEAPS AND BOUNDS OVER THE LAST several years. Its first Saskatchewan sales were largely retrofitting existing heating systems and providing new installations.

But early in 1987, Rendamax acquired Canadian Gas Association (CGA) approval for its high efficiency, commercial hot water boilers. By year end, it established nine Canadian distributors — primarily in Saskatchewan, Alberta, British Columbia, Manitoba and Ontario.

In March 1990, with the assistance of sophisticated testing equipment from SaskPower's research and development department, Rendamax acquired American Gas Association (AGA) approval and the "H" stamp for pressure vessels. Rendamax is only the second company in Canada to be recognized as a certified AGA testing facility. CGA in Ontario was the first.

Armed with this certification, Rendamax established distributors in Minneapolis, Baltimore, Washington, D.C., New York City, New Jersey and Boston by the end of 1990.

Rendamax is 90 per cent Saskatchewan-owned with the remainder of investment by interests from Holland. The plant currently has 18 full-time employees.

DYNA-FAB INDUSTRIES: HAVE YOU HUGGED YOUR HOG TODAY?

WATSON

HAVE YOU HUGGED YOUR HOG TODAY? THAT'S THE BUMPER STICKER YOU'LL FIND ON MOST VEHICLES AT DYNA-FAB INDUSTRIES.

THE SMALL MANUFACTURING FIRM CREATES EQUIPMENT MAINLY FOR THE HOG INDUSTRY. THE BUSINESS HAS GROWN FROM JUST A FEW PRODUCTS TO A ONE-STOP SHOP FOR HOG BARN EQUIPMENT.

DUE TO ITS SUCCESS, DYNA-FAB OPENED A SHOP IN RED DEER, ALTA., IN 1987, AND ANOTHER IN CRYSTAL City, Man., in 1990. Crystal City is six miles from the American border, which allows Dyna-Fab to sell into the United States. The mid-central U.S. and Western Canada are its main markets.

Dyna-Fab's equipment is designed for comfort and ease of handling. The company has farrowing crates, gestation stalls, slurry pumps and accessories, ventilation equipment, and six types of flooring available.

Perhaps Dyna-Fab's most innovative invention is the Conserva Pen. It can be used in a farrowing crate position, then converted to a nursery pen and has the option of a open pen.

Besides penning equipment, Dyna-Fab manufactures or distributes sow feeders, the D & M Piggy Deck, self feeders and ventilation equipment and accessories.

Dyna-Fab also performs custom work for Saskatchewan businesses, such as manufacturing furniture frames. The company is presently working with a local farmer to develop a "bee dipper" - a device for sterilizing bee equipment. Dyna-Fab is also designing terminal covers and intend to develop new lines of plastic and coatings.

Dyna-Fab is a boon to the local economy with annual sales of about $2 1/4 million and a staff of 25 to 45 people. With only two other companies in the west which manufacture the same type of equipment, Dyna-Fab expects to be boosting the local economy for many years to come.

WESTLAND BUILDS MORE FUN INTO PLAYGROUND EQUIPMENT

WATSON

FROM ROPE CLIMBERS AND SKATEBOARD RAMPS TO TIRE BRIDGES AND TUBE SLIDES, WESTLAND REC-CREATION CONCEPTS KNOWS HOW TO FILL A PLAYGROUND WITH CREATIVE FUN.

WESTLAND, AN ARM OF DYNA-FAB INDUSTRIES OF WATSON, BEGAN BUILDING INNOVATIVE PLAYGROUND EQUIPMENT IN 1987 AT A SMALL MANUFACTURING SITE JUST OUTSIDE OF TOWN.

THE SOLE SASKATCHEWAN MANUFACTURER OF SUCH EQUIPMENT, WESTLAND'S SUCCESS CAN BE LARGELY ATTRIBUTED TO SUPPLYING A SAFE, HIGH QUALITY AND STIMULATING PRODUCT FOR CHILDREN OF ALL AGES.

MARKETED UNDER THE NAME "ROMPERLAND", WESTLAND'S PRODUCT LINE IS CUSTOM ENGINEERED TO MEET THE NEEDS OF EACH INDIVIDUAL SITUATION. AND JUST AS IMPORTANT, ALL PRODUCTS ARE CSA APPROVED

Since its inception, Westland has installed equipment in some 420 playgrounds - 90 of them in 1990 alone. Like with many Saskatchewan companies, diversification is proving to be a key word for Westland. For example, the company has recently accepted a contract to refurbish old school desks. While not a large profit generator, General Manager June Draude says the work allows the company to be involved in an important recycling effort - and helps to maintain employment levels through slower production periods.

A new product line - portable and mobile stages - has also been added to broaden the company's economic foundation. After providing stages for the Jeux Canada Games in Saskatoon, Westland has received more than 10 staging tenders.

The company's latest invention, a mobile outdoor stage with an optional "roll top" roof is being sponsored by SaskPower for the Saskatchewan ABEX Awards in 1991. Draude and her staff are excited about the future potential for their growing product line, expecting as much as a 50 per cent increase in sales over the $1.2 million chalked up in 1990.

HAVING A BERRY GOOD TIME

ERWIN AND GERT KELLER ARE TRUE SASKATCHEWAN BERRY-PICKERS. THEY'VE BEEN SO SUCCESSFUL AT IT THAT IN 1987 THEY FORMED THEIR OWN COMPANY, NATURE BERRY.

THE KELLERS, LONGTIME LA RONGE RESIDENTS, PURCHASE NATURAL ORGANIC PRODUCTS SUCH AS WILD BERRIES, MUSHROOMS, RICE AND HERBS. THE BERRIES ARE CANNED OR MADE INTO SAUCE, AND THE MUSHROOMS ARE DRIED. WILD RICE IS GROUND INTO FLOUR WHICH PRODUCES SIX TYPES OF BAKING MIXES.

IT SELLS THESE PRODUCTS TO HOTEL CHAINS SUCH AS Ramada, Holiday Inn, Sheraton, Hilton, Sky Line and Canadian Pacific. Rated by Air Canada as number five in the top 10 air bus exporters from Canada, Nature Berry ships produce to Germany, England, Switzerland and Japan.

Besides themselves, the Kellers have five permanent employees, 12 temporary employees and hundreds of seasonal berry and mushroom pickers.

In 1990 Nature Berry made 1,600 deliveries of berries and mushrooms ranging in size from one to 500 pounds.The Kellers say they could sell even more if the supply was available.

The Kellers travel to trade shows all over the world and are presently negotiating with a South American company to make a new product.

LA RONGE

NEVER TURNED DOWN AN IMPOSSIBLE JOB

SASKATOON

OZZIE WENINGER NEVER TURNS DOWN AN IMPOSSIBLE JOB. AFTER FOUNDING A SMALL WELDING AND FABRICATING SHOP IN SASKATOON IN 1974, WENINGER OVERCAME THE MOST DIFFICULT TASKS THAT CAME TO HIS DOOR.

AS BUSINESS INCREASED, WENINGER INDUSTRIES BEGAN TO MANUFACTURE AGRICULTURAL EQUIPMENT LIKE DRILL-FILLS AND BIN CLEANERS. A MOVE TO LARGER QUARTERS IN 1979 ALLOWED THE COMPANY TO MANUFACTURE LARGER ITEMS SUCH AS HOPPER-BOTTOM BINS.

AS THE HOPPER-BOTTOM INDUSTRY GREW, SO DID WENINGER INDUSTRIES. THE PLANT WAS EXPANDED AND MARKETING EFFORTS WERE BROADENED TO INCLUDE THE PRAIRIE PROVINCES AND THE NORTHERN UNITED STATES.

WENINGER INDUSTRIES SOON BECAME A RECOGNIZED LEADER IN THE HOPPER-BOTTOM BIN AND RETROFIT hopper-bottom market. In 1989 the company was acquired by Jannock Steel Fabricating of Toronto. This acquisition enabled Weninger to increase new product development and improve access to European and U. S. markets.

A variety of products now roll off the assembly lines including: magnum grain and fertilizer bins, twinair bins with built-in aeration, a full line of hopper bottoms in both finished and kit form, and Westeel hopper bins.

Ross McDonald, operations manager, says all products are engineered and manufactured in Weninger's computerized plant with an emphasis on customer satisfaction through high quality.

HANDS-ON MANAGEMENT LEADS TO EXPANSION

IF IT HAS GOT FIBERGLASS IN IT, CHANCES ARE IT CAME FROM BREKMAR INDUSTRIES. THIS IS ONE OF THE LARGEST INDEPENDENT FIBERGLASS MANUFACTURING COMPANIES IN THE PROVINCE.

BREKMAR INDUSTRIES IS NOTED FOR ITS SEPTIC TANKS, STORAGE TANKS, WELL CASINGS, PIPES AND HAULING TANKS. IT SERVICES AGRICULTURAL, OILFIELD, INDUSTRIAL, MINING AND OTHER RELATED MARKETS.

THE COMPANY WAS FOUNDED IN 1978 AND IS WHOLLY-OWNED BY DON AND LORETTA MARKUSA. THEY BELIEVE IN A HANDS-ON MANAGEMENT APPROACH WHICH HAS SEEN THE OPERATION EXPAND FROM A 1,500 SQUARE FOOT SHOP IN 1978 TO ITS PRESENT SIZE OF 30,000 SQ. FT. ON FIVE ACRES NORTH OF SASKATOON.

BREKMAR INDUSTRIES HAS DISTRIBUTORS AND DEALERS in the four western provinces and the Yukon. The Markusas say the financial strength of the company is that it can handle major projects that may arise in any market area.

The company is proud of its in-house quality control program that enables it to supply its customers with superior products. It also takes pride in being a western company whose capital and profits remain in Canada.

SASKATOON

PICKING A WINNER

SASKATOON

IN 1976 JIM YUEL DECIDED HE WANTED MORE FROM HIS JOB THAN MONEY. HE WAS THE PRODUCTION SUPERVISOR AT THE SASKATOON CHEMICALS PLANT WHEN HE SAW HIS OPPORTUNITY.

A LARGE INTERNATIONAL CHEMICAL COMPANY HAD SOLD THE RIGHTS TO MARKET THE SURPLUS CHEMICALS PRODUCED BY SASKATOON CHEMICALS. FOR ONE REASON OR ANOTHER, THE CHLORINE AND CAUSTIC SODA SURPLUS WAS NOT MOVING, AND BEGAN PILING UP IN THE YARD.

AS YUEL BEGAN STUDYING THE MARKET HE WAS CONVINCED OF THE TREMENDOUS POTENTIAL AWAITING anyone willing to actively sell the surplus to water treatment plants. He decided to form a company and become the marketing agent for Saskatoon Chemicals.

With the company fully behind him, Yuel formed Prairie Industrial Chemicals (PIC). The first month in business was hectic. Yuel was knocking on doors at municipal water treatment plants throughout the prairie provinces. His wife, Doris, ran the office, took orders and co-ordinated outgoing shipments. They sold $80,000 worth of products their first month and haven't looked back.

In 1978 Yuel formed a new company called Hypochlor, which produces bleach for gas well drillers. The following year, he formed Panther Packaging and Chemicals to provide special bulk handling and packaging services. Yuel later became involved in establishing new trucking companies and expanded PIC into the United States.

For someone who was merely interested in getting more out of his job than simply money, he's certainly done that. And he's made a few dollars along the way, as well.

WILD RICE ON THE RISE

LA RONGE

SITTING DOWN TO ENJOY HIS BREAKFAST, LYNN RIESE POURS HIMSELF A BOWL OF STEAMING WILD RICE. A DAB OF BUTTER AND SOME MAPLE SYRUP COMPLETE THE MEAL. NOT YOUR TYPICAL MORNING FARE, BUT IS IT TASTY? YES. NUTRITIOUS? DEFINITELY.

LYNN IS A BUSH AND ARCTIC PILOT AND AT ONE TIME WAS A LOCAL RESTAURATEUR. HE SOLD THE BUSINESS AND, ALONG WITH HIS WIFE IRIS AND FOUR KIDS, STARTED RIESE'S CANADIAN LAKE WILD RICE. THEY BUSILY MARKET THEIR PROUDCT WHILE OPERATING A STORE AND factory.

The Rieses harvest their rice from the middle of August to mid-October with 10 seasonal employees. The harvested green rice is processed (roasted and dehydrated) at their La Ronge Wild Rice Corporation plant. This produces a product with an indefinite storage and shelf life.

The factory, which has nine employees, produces five varieties of popped rice and a pancake mix, and is also experimenting with a popped rice cereal. The factory can produce 400 pounds of puffed rice in an eight hour shift and is capable of handling 25 per cent of the rice produced in Saskatchewan. The rice, when popped, is eight to 10 times its original size.

Marketing is a full-time job with sales all over North America including the Epcot Center at Disneyworld, as well as in Hong Kong, New Zealand and Italy. They recently returned from a three week promotion and sales trip in Germany, England and Denmark.

The big chain stores have not been as willing to market their product, but small business owners have been easier to convince. "We're selling wild rice from Melfort to Moose Jaw. Small rural stores and health food stores are carrying our product," says Riese. He also set up a store in Saskatoon that is operated by one of his daughters.

The sales for Riese's Canadian Wild Rice were about $500,000 this year, and the company expects to dramatically increase this amount over the next few years.

DISSATISFACTION LEADS TO NEW GRAIN COMPANY

WEYBURN

DISSATISFIED WITH THE GRAIN HANDLING AND TRANSPORTATION SYSTEM AND WITH LOCAL ELEVATOR COMPANIES, A GROUP OF FARMERS NEAR WEYBURN DECIDED TO TAKE MATTERS INTO THEIR OWN HANDS DURING THE EARLY 1970s.

THEIR SOLUTION WAS TO FORM THEIR OWN GRAIN ELEVATOR WITH A NEW CONCEPT OF GRAIN HANDLING. THEY FELT THAT IT WOULD BE A MAJOR STEP TOWARDS RATIONALIZING THE EXISTING GRAIN TRANSPORTATION SYSTEM AND INCREASING ITS OVERALL EFFICIENCY AND cost effectiveness. Construction began on a new facility in 1975 and the following year, the Weyburn Inland Terminal was in operation.

Today the facility is owned by approximately 1,500 farmer-shareholders. The facility is a 27,000 tonne (1,000,000 bushel) capacity high-throughput inland terminal with extensive grain cleaning, blending and drying capabilities. It incorporates many technological advances, such as electronic weigh scales, computerized cash tickets, large scale commercial grain cleaning, and accelerated car loading.

As well, the Weyburn Inland Terminal provides a wide range of services to area farmers, including the handling and processing of grain, and the sale of herbicides, pesticides, bulk fertilizers and screenings for livestock feed.

Since its inception, the Weyburn Inland Terminal has striven to be on the leading edge of technological change. With this goal in mind, the company has developed a long term plan for the required upgrading and expansion of existing facilities as well as for new capital investment in plant and equipment.

TAKING OFF FROM AN AIRPLANE HANGAR

WEYBURN

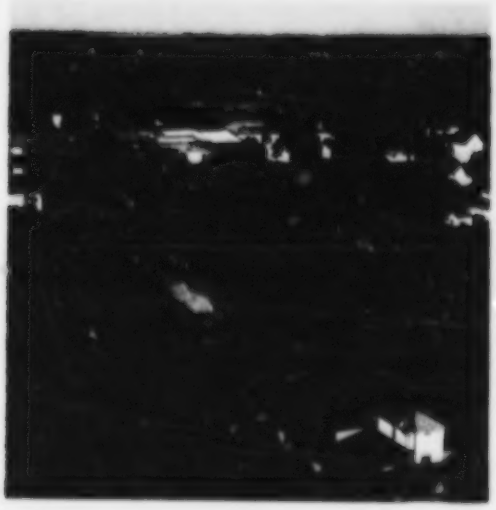
CANADA WIRE AND CABLE HAS COME A LONG WAY FROM THE RAMSHACKLE WORLD WAR II AIRCRAFT HANGARS IT USED WHEN THE COMPANY FIRST FORMED IN 1956. ALTHOUGH IT IS NOW HOUSED IN A MODERN FACILITY INSIDE WEYBURN'S CITY LIMITS, PRODUCTION MACHINERY WAS ORIGINALLY KEPT IN TWO HANGARS WITH A THIRD USED AS A WAREHOUSE.

IN 1960, THE COMPANY, THEN KNOWN AS WESTERN WIRE AND CABLE, AMALGAMATED WITH CANADA WIRE AND ITS MODERN NAMESAKE WAS BORN. CANADA WIRE, EAGER TO SERVE THE EXPANDING PRAIRIE MARKET FOR PRIMARY POWER TRANSMISSION AND DISTRIBUTION CABLE, QUICKLY ADDED A $500,000 INVESTMENT IN TELEPHONE CABLE AND PLASTIC PIPE MANUFACTURING CAPACITY.

A DECADE LATER, A FIRE BROKE OUT AT THE PLANT, BUT WAS CONFINED TO THE STORAGE BUILDING. THE plant's supply of raw materials and maintenance capability were lost, but with the help of head office it obtained what was needed and was back to almost full production by the next week. Construction on the new plant began immediately after the fire and was completed within the year.

Since 1970 there have been phenomenal changes in technology, and as a result equipment and employees have continually been upgraded. From an original 17 employees, the company now boasts about 100.

Looking towards the future, the plant will be adding a significant piece of equipment this year and a major expansion is in the approval stage for 1991-92.



SMALL TOWN BIG HEALTH PLAYER

WOLSELEY

NESTLED MILES AWAY FROM ANY MAJOR HOSPITAL, ABBOTT LABORATORIES IS QUIETLY HAVING A BIG IMPACT ON THE HEALTH INDUSTRY FROM THE SMALL SASKATCHEWAN TOWN OF WOLSELEY.

ABBOTT LABORATORIES, FORMERLY CANAPHARM, STARTED IN WOLSELEY IN 1986, AS A PRIVATELY-OWNED BUSINESS MANUFACTURING INTRAVENOUS SOLUTIONS FOR HOSPITALS. BUT FOR THE FIRST FOUR YEARS, THE COMPANY STRUGGLED IN A MARKET DOMINATED BY LARGER, BETTER-FINANCED COMPETITORS.

IN SEPTEMBER, 1990, CANAPHARM WAS SOLD TO ABBOTT LABORATORIES, A MULTINATIONAL CORPORATION that employs over 41,000 people worldwide and has Canadian laboratories in Montreal, Brockville, and Toronto. Canapharm became attractive to Abbott after SaskPower reduced electrical rates to the plant by 30 per cent due to its manufacturers rate program.

The Wolseley laboratory is approximately 21,000 square feet and employs 60 people. Since the purchase, the existing facility was completely renovated to allow the plant to specialize in certain sizes and types of intraveneous solutions to compliment what is produced by other plants. The products are distributed through Abbott's worldwide marketing system.

FARMER FINDS CRAFTSMANSHIP

WILKIE

WHAT BEGAN AS A HOBBY FOR FARMER BYRON HANSEN HAS BECOME A VIABLE BUSINESS EMPLOYING FOUR FULL-TIME STAFF AND THREE COTTAGE INDUSTRY CRAFTSMEN.

HANSEN BEGAN MAKING TOYS AND FURNITURE, AND LATER EXPANDED TO GIFTWARE WHEN HE REALIZED THAT PEOPLE WERE INTERESTED IN PURCHASING HIS ITEMS.

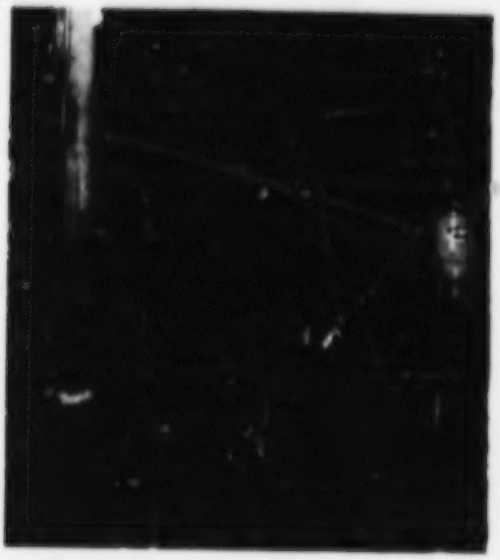
IN 1983 HE AND HIS WIFE ISABELLE ESTABLISHED A RETAIL OUTLET IN WILKIE AND A YEAR LATER HE MOVED INTO A LARGER BUILDING. NOW THEIR COMPANY, HANWOOD, CHURNS OUT EVERYTHING FROM CATTAILS AND HAWKS, TO INTERPRETIVE REPLICAS OF STREETCARS. SINCE THEIR PRODUCTS ARE ALL DEEMED A WORK OF ART, EACH RECEIVES A COPYRIGHT.

While Byron is the designer and creator of the products, his wife, Isabelle, is responsible for marketing and administration. Hanwood sells to about 90 shops across Canada, with most in the western provinces. Hanwood has a limited market in the United States and is pursuing the Japanese market.

The Hansen's main markets are corporate, (where they have sold products to the Prairie Agriculture Machine Institute), large events (like the World Junior Hockey Championships), and annual awards (such as the corporate merit awards).

Byron's work is well-known in the artistic community and recognition is slowly spreading outside Canada. His "velocipede" was one of 500 pieces selected from over 20,000 entries worldwide for inclusion in the prestigious American publication, "Fine Woodworking, Design Book Three".

Since moving to its new location, Hanwood is becoming environmentally-friendly by reusing sawdust for smoking meat, floor dry and chicken bedding. The scraps are given away for fire wood.



ENTREPRENEUR MAKES A SPLASH IN NEW BUSINESS

BATTLEFORD

NORMAN EGILSON HAS DECIDED TO MAKE A SPLASH IN THE LAUNDRY DETERGENT BUSINESS.

EGILSON, WHO OWNS SAVANT MANUFACTURING, PRODUCES "SPLASH, THE WHITER BRIGHTER CLOTHES SOLUTION". HIS LIQUID DETERGENT CLEANS FABRIC EASIER, DILUTES IN WATER AND IS COMPLETELY BIODEGRABLE — UNLIKE MOST POWDERS.

EGILSON BEGAN HIS CAREER IN THE MID-1960S AS A HAIRDRESSER. SINCE HE TRIED TO FIND THE BEST PRODUCTS AVAILABLE, HE USUALLY IMPORTED HIS PRODUCTS FROM THE UNITED STATES.

WITH THE ADDED COST OF DUTY, EGILSON FOUND THE PRICE OF THESE PRODUCTS TO BE VERY EXPENSIVE. HE decided to travel to the U. S. and learn how to blend products to manufacture soaps, detergents and shampoos. Eventually he reached a licensing agreement with a large company that would show him the ropes in exchange for him returning to Canada to manufacture the products.

After spending three years in training, the company he was working with changed hands and he was unable to finalize a deal in Canada. Instead of admitting defeat, Egilson struck out on his own and has been blending products ever since.

Over the years changes have taken place in the marketplace as liquids became competitive. Seizing upon the opportunity, Egilson formulated the concentrated cleaner Splash.

Since Savant Manufacturing is a small company, Egilson looks after production, assembly, packaging and marketing himself. After seven years, Splash has settled comfortably into the Saskatchewan market. High transportation and marketing costs have kept the product from reaching too far beyond the province's borders.

WHAT DO YOU DO WITH AN UNUSED GARAGE? DAN ZELLER DECIDED TO TURN HIS INTO A CABINET-MAKING WORKSHOP. FORTY-FIVE YEARS LATER, ZELLER IS STILL BUILDING CABINETS. AND A LOT MORE — CABINET DOORS, DRINK TRAYS, GALLEY RAILS, STRIP MOULDINGS FOR CAMPERS, TRAILERS AND MOTORS HOMES, AND A CUSTOM LINE OF OFFICE EQUIPMENT.

WITH SUCH A LARGE VOLUME OF PRODUCTS, ZELLER MOVED HIS COMPANY, TRIPLE Z WOODCRAFT, OUT OF THE GARAGE AND INTO A NEW 10,000 SQUARE FOOT FACILITY.

FROM UNUSED GARAGE TO CABINET-MAKING WORKSHOP

Since moving to the new location Zeller and his son have entered a licensing agreement with Pastorius Machine to manufacture a mitred corner cabinet system.

Zeller uses this system to complement his unique cabinet door idea. He finds this system is not only a labor-saving method, but it also helps him increase production.

Zeller says his business philosophy is to keep costs down in order to keep prices low. He hopes that low costs will enable Triple Z Woodcraft to penetrate new and more distant markets. As Zeller says, "Every dollar counts in business."

NORTH BATTLEFORD

BUSINESS IN THE BAG FOR SENLAC

SENLAC

For farmer-turned entrepreneur Victor Babchuck, running a company that designs, manufactures and markets industrial and agricultural products is all in a day's work.

Named after the town it's located near, Senlac Manufacturing has been doing business since 1984, with Babchuck well-known for the innovative products he produces.

One of Senlac's most interesting creations is its Poly Bag Machine, capable of cutting and sewing 20 (20" x 40") poly bags per minute. The company has also manufactured a printing press for the unit, capable of handling 1,800 poly bags per hour.

Meanwhile, in 1990 Babchuck's portable, pitless Texas Gate won The Best New Invention Award at the Western Canadian Farm Progress Show in Regina. With patents pending, these gates are unique in the market, and are sold across Western Canada and the Northwestern United States. Today work is underway on a "Deer Squeeze," designed specifically to hold wild game.

Additional products include portable livestock chutes, calf sleds, harrow drawbars, bale wagons, and grain carts.

As with so many other small manufacturers, Babchuck's success has been built on hard work, sound business practices, and innovative thinking.

BELINE MANUFACTURING KNOWN WORLDWIDE

KINDERSLEY

DESPITE A TIGHT AGRICULTURAL MARKET, BELINE MANUFACTURING REMAINS A STRONG AND VIABLE COMPANY IN THE HEART OF HARD WHEAT COUNTRY.

FIRST INCORPORATED IN 1962, BELINE SET OUT TO MANUFACTURE A LINE OF AUXILIARY FUEL TANKS FOR TRUCKS AND FARM TRACTORS, HEAVY DUTY TRUCK BUMPERS AND TOW BARS. IN SEARCH OF THAT ONE KEY PRODUCT THAT WOULD LAUNCH THE COMPANY TO STARDOM, THE OWNERS SOON ADDED OTHER ITEMS TO THE MIX, INCLUDING TRUCK HOISTS, AND TRUCK AND UTILITY BODIES.

BUT IT WAS NOT UNTIL 1975 - WITH THE INTRODUCTION OF THE BELINE GRANULAR APPLICATOR - THAT COMPANY EXECUTIVES STRUCK GOLD.

Sales of this electronically controlled granular applicator exceeded all expectations. Demand was so great that the rest of the product line was phased out and all efforts focused on one area.

Beline officials are understandably proud that nearly 100 per cent of their product line is made of built-in-Kindersley products. The company operates a complete production facility with metal fabrication capabilities, computerized lathes, metal presses and other sophisticated production equipment.

Today, Beline's granular application has earned a worldwide reputation among grain farmers, and continues to lead the field.

What makes it unique is its computerized command centre that electronically adjusts the rate of chemical application to changing ground speed. As well, remote controls allow the operator to adjust application rates right from the cab.

Since those early days in the mid-1960s, Beline has grown into a progressive and profitable company, with an international reputation for a quality product. Today, the name can be seen around the globe - from the wheat fields of Saskatchewan to the corn fields of Nebraska - from England, France and Spain all the way south to Chile. Saskatchewan know-how, backed with plenty of determination and hard work, have made it all possible.

LITTLE S WOODWORKS CARVES OUT A MARKET

KINDERSLEY

SINCE 1988, LITTLE S WOODWORKS OF KINDERSLEY HAS BEEN BUILDING A REPUTATION FOR HIGH QUALITY, MADE-IN-SASKATCHEWAN CUSTOM FURNITURE. A HOMEGROWN SUCCESS STORY, LITTLE S WOODWORKS IS PROUD TO MANUFACTURE ITS ENTIRE PRODUCT LINE USING RAW MATERIALS THAT ARE 100 PER CENT SASKATCHEWAN MADE.

ORIGINATING FROM THE OWNERS' PERSONAL INTEREST IN WOODWORKING, THIS FAMILY COMPANY HAS GROWN AND MATURED RAPIDLY, AND NOW BOASTS A COMPUTER ASSISTED WOODWORKING MACHINE LIKE NONE OTHER IN THE BUSINESS.

While custom made furniture is the company's top seller, other products have been introduced into the mix. These include business signs with precision-cut lettering produced using computer assisted technology, and replacement cabinet doors manufactured from medium density fibre board.

All products are currently being marketed across Saskatchewan, but the owners have ambitious plans to expand their distribution throughout Western Canada in the near future. To do its part in protecting the environment, Little S Woodworks makes a concerted effort to recycle and reuse materials wherever possible. Scrap wood is given away as firewood, and sawdust is collected for use in gardens, rabbit cages and as dry sweep for industrial and commercial floors.

FRIPP FIBRE FORM SURVEYS EGG-CITING FUTURE

TISDALE

THE PRODUCTION LINE AT FRIPP FIBRE FORM PRODUCES SOME 9.25 MILLION RECYCLED CARDBOARD EGG TRAYS EVERY MONTH. THAT'S ENOUGH TO HOLD MORE THAN 277 MILLION EGGS, OR TO FORM A NICE NEAT LINE ALL THE WAY FROM TISDALE TO TORONTO.

WITH ITS HEAD OFFICE IN WINNIPEG, FRIPP FIBRE FORM UTILIZES ITS TISDALE PLANT EXCLUSIVELY FOR THE MANUFACTURE OF EGG TRAYS - AND PLENTY OF THEM! NEWSPRINT AND OTHER NON-GLOSSY PAPERS ARE USED IN THE RECYCLING PROCESS, MOST OF WHICH ARE SOURCED FROM THE COSMOPOLITAN CENTRE IN SASKATOON.

EACH PRODUCTION RUN USES 1250 POUNDS OF OLD NEWSPAPER AND 250 POUNDS OF CARDBOARD, MIXED WITH 3800 GALLONS OF WATER. A COURSE PULP RESULTS, AND following further refining and grinding, breaks down into a fine solution which can be vacuum moulded into trays. Colors are added to the mixture to meet customer specifications.

Speaking of customers, 90 to 95 percent of Fripp's finished product is shipped to buyers in the United States and Mexico. The balance is distributed across Canada.

Fripp Fibre Form's 22 full-time employees keep production rolling with two 12-hour shifts. As well, eight part-time workers are available as the need arises. Throughout the year, demand for egg trays remains high and plant efficiency is stable. Energy savings come in several forms including heating the facility with regenerated heat from the drying processes. SaskPower's reduced manufacturing rate has also significantly helped in lowering operating costs.

Peter Bladen, operations manager, says the company is currently researching a new product that could one day occupy 50 per cent of the manufacturing capacity in Tisdale. With a large potential market for this new product in Canada, and substantially higher profit margins than with egg trays, this new development promises a bright future and continued growth for Fripp Fibre Form.

L & M WOOD PRODUCTS TIMBER SPECIALISTS

GLASLYN

THE NAME L & M WOOD PRODUCTS HAS BEEN KNOWN IN THE GLASLYN AREA FOR NEARLY THREE DECADES. THE COMPANY BEGAN AS "LOBE AND MCCONNELL", SELLING PEELED TIMBER TO A FIRM IN PRINCE ALBERT. IN 1964, OWNERS ALFRED LOBE AND HOWARD MCCONNELL PURCHASED A TREATMENT PLANT IN GLASLYN AND FOUND THEMSELVES RUNNING A SIZEABLE OPERATION WITH 15 TO 25 EMPLOYEES.

WITH A CONSIDERABLE EXPANSION IN THE EARLY 1970S, A NEW TREATMENT PLANT, BUCKING SYSTEM, SAWMILL, DEBARKER AND CHIPPER COMPLEX WERE INSTALLED. PRODUCTION INCREASED AND THE NUMBER OF EMPLOYEES GREW TO 40 OR 50 YEAR ROUND.

IN 1976, MAURICE LOBE PURCHASED HIS FATHER'S SHARES IN THE COMPANY. NINE YEARS LATER, NEW OWNERS KEN DAVIES AND PAT DELAINEY WERE INSTALLED, AND THE COMPANY OFFICIALLY BECAME KNOWN as L & M Wood Products (1985 Ltd).

Wood used by the plant and mill comes from a vast area of Saskatchewan, trucked in from as far as 450 km away. But this is just the beginning of the journey, as the finished fence posts, pressure treated timber and poles produced by L & M are sold across Canada from British Columbia to Quebec. Sizeable shipments are even made into the United States.

SaskPower has played a role in the success of this company. Davies agrees the manufacturer's rate now offered by SaskPower is helping out considerably. Electrical cost savings for the company for 1990 were estimated to be $28,000.

DIVERSIFICATION GOOD FOR GLM TANKS

BATTLEFORD

IN A PROVINCE WHERE AGRICULTURE IS KING, A MAJOR MANUFACTURER OF STEEL TANKS FOR HEAVY INDUSTRY MIGHT SEEM OUT OF PLACE. NOT SO FOR GLM TANKS OF BATTLEFORD, A COMPANY PINNING ITS FUTURE ON THE GROWING INDUSTRIAL DIVERSIFICATION OF SASKATCHEWAN.

STORAGE TANKS FOR THE OIL INDUSTRY HAVE BEEN GLM'S NUMBER ONE SALES GENERATOR, WITH MAJOR CLIENTS IN BOTH SASKATCHEWAN AND ALBERTA. UNTIL RECENTLY, SALES HAVE BEEN SUBSTANTIALLY HIGHER IN THE ALBERTA MARKET, BUT WITH SOME MAJOR DIVERSIFICATION PROJECTS UNDERWAY IN SASKATCHEWAN, ALL THAT IS CHANGING. IN 1990, PRODUCT SALES WERE PRETTY MUCH EQUAL BETWEEN THE TWO PROVINCES - THANKS IN PART TO A SIZEABLE CONTRACT WITH THE MILLAR WESTERN PULP MILL AT MEADOW LAKE.

GLM TANKS IS BASED IN EDMONTON, WITH Battleford the only satellite location. Ranked among the top 10 steel tank manufacturers in North America, GLM is one of the biggest steel users in this province.

In 1985 the Battleford plant won the Saskatchewan ABEX award for job creation. In order to meet the growing demand for storage tanks, staff numbers have recently been increased from 18 to 40, and production schedules expanded to 22 hours a day, seven days a week.

GLM Tanks is pleased with SaskPower's new policy affecting the moving of tanks and buildings, allowing an annual cost saving of up to $40,000. Together with savings realized from SaskPower's lower manufacturer's rate, GLM can more easily remain competitive in the national market, and hold onto its valuable employees through attractive wages and benefits programs.

CONTACT TECHNOLOGIES DRIVEN TO SUCCEED

WEYBURN

CRAIG LENZ IS AN ENTREPRENEUR OF EXCEPTIONAL DRIVE AND VISION. IN 1986, AFTER A CROP DUSTING PLANE CRASH LEFT HIM A PARAPLEGIC, LENZ FOUND HIS LIFE AND HIS PERSPECTIVE COMPLETELY CHANGED.

NOT TO BE SIDELINED BY HIS TRAGEDY, LENZ FOCUSED HIS ENERGIES ON HELPING OTHERS LIKE HIMSELF - PARTICULARLY IN THE AREA OF PERSONAL TRANSPORTATION. HIS IDEA WAS TO DESIGN AND MANUFACTURE A SIMPLE AND PORTABLE HAND-OPERATED CONTROL UNIT FOR AUTOMOBILES - ONE THAT DID NOT REQUIRE EXTENSIVE AND EXPENSIVE MODIFICATION TO ANY VEHICLE.

FOR MANY YEARS, COMPLEX HAND CONTROLS HAVE BEEN AVAILABLE FOR PERMANENT INSTALLATION, BUT OUT OF THE QUESTION WITH RENTAL OR BORROWED UNITS. THE key he felt, would be to have a product that would be readily installed and removed from any vehicle. Therein Lenz found his market niche and went to work to produce the world's first fully portable, completely integrated hand control driving system.

Contact Technologies was incorporated in March of 1989 with the financial support of friends and neighbors in Yellow Grass, investors in Weyburn, and assistance from SEDCO. Choosing Weyburn for company headquarters was an easy decision for Lenz. The availability and low cost of space was a prime consideration, as was easy access to American markets. As well, the fact that Weyburn is home turf for Lenz and his associates had more than a little to do with their final decision. Today, six to 10 people are employed at the Weyburn plant.

The "Hands-On" device went from idea, to drawing board, to manufacturing in just over a year. With retail price set at about $850 per unit, Lenz is optimistic there is a ready market for his invention - including car dealerships, rental agencies and corporate vehicle pools.

MAKING DOUGH IN REGINA

REGINA

THERE'S AN EXCITING COMPANY IN REGINA MAKING A LOT OF DOUGH! WESTERN PRE-BAKE PROVIDES FROZEN BREAD AND SWEET DOUGH PRODUCTS TO WESTERN-BASED IN-STORE BAKERIES AND FOOD WHOLESALERS.

PRIOR TO 1987, READY BAKE FOODS INCORPORATED, A WESTON SUBSIDIARY, ONLY HAD ONE PRODUCTION FACILITY AND THAT WAS BASED IN EASTERN CANADA. TO DIVERSIFY INTO THE WESTERN MARKET AND NORTHERN UNITED STATES, READY BAKE OPENED WESTERN PRE-BAKE IN 1987 WITH ABOUT 50 EMPLOYEES. REGINA WAS CHOSEN FOR ITS CENTRAL TRANSPORTATION LOCATION AND BECAUSE THE MAIN INGREDIENT, WHEAT, WAS READILY AVAILABLE.

TODAY, WESTERN PRE-BAKE EMPLOYS THREE SHIFTS to meet the demands of Ready Bake Foods. Inside the 50,000 square foot facility, large mixers prepare 1,000 pounds of dough every five minutes. Dough for sweet products is produced on large conveyors. Cinnamon twists, a favorite sweet product, are produced at a rate of 128 per minute.

Personnel on eight-hour shifts shape and package dough for freezing. Bread dough is shaped along a conveyor at a rate of 70 loaves per minute. The loaves are placed in a spiral freezing unit where they are kept for 51 minutes. They are sold to store bakeries and eventually end up in your own home.

Despite the large volume of products being produced, Western PreBake says expansion is a realistic option as new products are continuously being developed and tested for an expanding marketplace. For those of us with a sweet tooth, that's good news indeed.

PERMA TILE LAYS OUT 50 YEAR GUARANTEE

LEMBERG

RICK PATTISON IS NO STRANGER TO SASKATCHEWAN BUSINESS.

AS PRESIDENT AND GENERAL MANAGER OF PATTISON BROTHERS AGRO LIMITED, HE HAS BEEN INVOLVED IN THE MANUFACTURING AND RETAILING OF AGRICULTURAL PRODUCTS FOR SOME TIME.

MORE RECENTLY HOWEVER, PATTISON HAS BECOME A KEY PLAYER IN A NEW COMPANY CALLED PERMA TILE, A $1.5 MILLION CONCRETE ROOFING TILE MANUFACTURING PLANT IN LEMBERG. QUESTIONED ABOUT THE TIMING OF HIS NEW VENTURE, HE SMILES AND SAYS HE IS TAKING ADVANTAGE OF THE SO-CALLED RECESSION TO PURCHASE HIS EQUIPMENT WHEN PRICES ARE DOWN. "WHEN THE economy turns around in the near future," he says, "we will be well established."

Six full-time employees are currently involved in the production of his environmentally friendly roofing tiles, with projections for a staff complement of 12 in the second year of operation.

Manufactured in three styles and four colors, the product is made from high quality sand found in great abundance just north of town. Other ingredients include cement, color pigment, water, and fly ash – the solid particles remaining when coal is burned for power production. Architecturally attractive, the tiles are both practical and affordable. Comparable to cedar shakes in price, concrete tiles are highly durable - guaranteed by Perma Tile for a phenomenal 50 years.

With tiles measured in squares (one square equals 100 square feet), a fully operational Perma Tile plant will be capable of producing some 65,000 squares a year.

Perma Tile is owned by six local shareholders with an expected Community Bond announcement in the near future. Sales efforts will be concentrated in Saskatchewan, Manitoba, and south of the border in the Dakotas and Minnesota.

SWEEPRITE BUILDS REPUTATION IN INTERNATIONAL MARKETS

REGINA

LES HULICSKO IS A MAN OF VISION. IN 1958, HE LEFT HIS HUNGARIAN HOMELAND AND EMIGRATED TO CANADA, ESTABLISHING A SMALL WINDOW AND BUILDING CLEANING SERVICE IN REGINA. TODAY HE IS PRESIDENT OF SWEEPRITE MANUFACTURING INC., ONE OF SASKATCHEWAN'S BEST EXAMPLES OF EFFECTIVE EXPORT MARKETING IN ACTION.

INCORPORATED IN 1985, SWEEPRITE MANUFACTURES A LINE OF HIGH QUALITY STREET SWEEPING TRUCK UNITS in its 33,000 square-foot facility on the outskirts of Regina. With five different models in its arsenal, Sweeprite has won contracts from far off places like New York, Mexico, Sweden, Italy and even Australia. Sweeprite's 45 staff are justifiably proud of one of their newest clients, the United States Department of Defence.

In 1990, Sweeprite won the Canada Award for Business Excellence in the Innovation category, bestowed by the federal government department of Industry, Science and Technology. Hulicsko is also the president of Rite Way Mfg., an agricultural equipment manufacturing company based in Imperial, Sask.

As well, he is currently launching a third company called Patchrite, which will manufacture an innovative piece of technology: a one-man pothole patching unit to dramatically reduce the cost of asphalt repair.

Back at Sweeprite, Hulicsko expects some 100 street sweeping units to roll off his assembly line in 1991. Sales are expected to remain strong, due largely to the company's commitment to an efficient and maintenance free product, and an effective international distribution system.

As well, SaskPower's introduction of new electrical rates for Saskatchewan manufacturers has enhanced both the efficiency and competitiveness of this aggressive company, and has helped position it for continued success in the global marketplace.

HARVEST MEATS ENJOYS HOME-GROWN SUCCESS

YORKTON

YORKTON, OUR EAST-CENTRAL SASKATCHEWAN CITY OF 16,000, IS THE SITE OF ONE OF SASKATCHEWAN'S OLDEST AND MOST SUCCESSFUL MEAT PROCESSING COMPANIES, HARVEST MEATS LTD.

WHILE THE COMPANY'S ROOTS REACH BACK TO 1928 TO THE SMALL TOWN OF RHEIN, IT WASN'T UNTIL THE LATE 1930S THAT PROPRIETOR ALEX PROPP MOVED HIS SLAUGHTER OPERATION AND RETAIL STORE TO YORKTON. AS IT TURNED OUT, THE MOVE WAS THE RIGHT ONE. BY 1954, THE BUSINESS HAD GROWN SO DRAMATICALLY THAT THE ONLY WAY TO SATISFY MARKET DEMAND WAS TO BUILD A MODE. N-DAY PACKING PLANT – KNOWN AS MIDWEST PACKERS.

Remaining in the hands of the Propp family, Midwest Packers experienced phenomenal growth and success. In 1987, after new partner Walter Bauer joined the company, a new corporate name was announced - Harvest Meats. Within two years the company had outgrown its building, and late in 1989, officially cut the ribbon on a new ultra-modern meat processing facility on York Road.

With 45 employees and a large new building, Harvest Meats once again had the capacity necessary to meet its customers' needs. But once again, business boomed. Initial projections were ambitious, calling for a doubling of capacity in about two years, and a planned growth to about 65 employees. It quickly became apparent that these projections were way off. In the course of just two months - not two years - volumes doubled to 500 hogs a week and staff levels grew to 70 people.

Today, thanks to energetic marketing and a well-priced line of superior quality products, Harvest Meats is model of entrepreneurial success. Optimism is running high, and company officials are predicting they will reach maximum plant capacity within two years. They smile, however, knowing they have had a tendency to underestimate their potential before.

INNOVATION KEY TO KOENDERS' SUCCESS

WILF KOENDERS CAN NEVER BE ACCUSED OF RESTING ON HIS LAURELS. BORN OF HARDY FARMING STOCK, HE LEARNED EARLY THE VALUES OF HARD WORK AND INNOVATIVE THINKING. TODAY, HE OWNS AND OPERATES KOENDERS MANUFACTURING, A SMALL COMPANY WITH BIG BUSINESS PLANS.

IN 1980 KOENDERS BEGAN PUTTING HIS IDEAS TO WORK BY DESIGNING AND MANUFACTURING A PRACTICAL HOG FEEDER UNIT. AT FIRST JUST A HOBBY, HIS WORK SOON DEVELOPED INTO A FULL FLEDGED COMPANY THAT NECESSITATED A MOVE INTO A SMALL SCALE PLANT IN TOWN. OVER THE YEARS, HIS BUILDING HAD TO BE EXPANDED FOUR TIMES TO ACCOMMODATE HIS GROWING business. In 1991, the company officially opened its new modern manufacturing plant.

Utilizing both galvanized metals and polyethylene plastics, the company's production line today turns out much more than just the original hog feeder. There are housing units for barn fans, rotary moulded sow feeders, lid openers for granaries, grain spreaders, bin level indicators, and granary ladders.

Of particular interest is Koenders' newest invention - a windmill for dugout aeration and pumping. Over 700 windmills were built in 1989 - and Koenders expects that figure to double in 1991. Just recently, he won top honors for the Best Exhibit for a New Invention at the Brandon Trade Show.

ENGLEFELD

PRINTING PRODUCTS REACH ROME

BATTLEFORD

SITUATED ON THE OUTSKIRTS OF HISTORIC BATTLEFORD AT THE LONG-FORGOTTEN GOVERNMENT HOUSE AND CAPITAL FOR THE NORTHWEST TERRITORIES LIES ONE OF SASKATCHEWAN'S MOST UNIQUE AND INTERESTING PRINTING OPERATIONS.

MARIAN PRESS, WHICH IS OPERATED BY THE MISSIONARY OBLATES OF ST. MARY'S PROVINCE, WAS ESTABLISHED IN 1949 WITH THE PUBLICATION OF THE ROMAN CATHOLIC MONTHLY, "OUR FAMILY". AS THE MAGAZINE HAS GROWN IN SIZE AND STATURE — CIRCULATION NOW TOPS 12,000 — SO, TOO, HAS MARIAN PRESS.

An enormous stock of reading materials can be found within its facility. Although most of the company's products are for the local market, Marian Press has reached into the national and international marketplace. Some products, like business cards and volume book sets, have even reached Rome, Italy.

Father Mann, director of Marian Press, says its wide range of products are possible through sheet-fed printing technology. This technology allows the final product to display a full range of colors. Alternative webb-fed technology, which is usually associated with newspapers, cannot provide this range.

Although the sheet-fed mechanism allows Marian Press to deliver a superior product for most applications, it is the competitive marketplace that determines what sells.

With the implementation of the SaskPower manufacturers rate, Marian Press will save $3,400 per year which Father Mann intends to use to buy new computer equipment and for hiring professionals for training employees.

Father Mann also intends to become more environmentally conscious in the future. He is always on the lookout for "friendly" products and hopes to recycle paper waste and incorporate friendly inks to all publications.

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